



Monroe County Economic Development Corporation

Quarterly Meeting January 20, 10:30 A.M.

GOTO Meeting

Access meeting at <https://global.gotomeeting.com/join/342734109>

Or by phone : +1 (872) 240-3212 Access Code: 342-734-109

AGENDA

- | | |
|---|-------------|
| I. Welcome, Roll Call, and Introductions | |
| II. Approval of October 21, 2020 minutes | Action |
| IV. Standing Committee Reports | |
| Executive Committee – Osterhage | Info/Action |
| Finance/2021 Budget- <i>Koenigstein</i> | Action |
| Marketing and Public Relations – <i>Koch</i> | Information |
| Business Attraction/Expansion – <i>Hardin</i> | Information |
| Business Retention – <i>Osterhage</i> | Information |
| V. Old Business | |
| Southwest Illinois Connector | Information |
| MCEDC COVID-Relief Microgrant | Information |
| VI. New Business | |
| 2021 Board of Directors Approval | Action |
| Election of 2021 Officers | Action |
| Executive Director's Updates - <i>Edie Koch</i> | Information |
| VII. Member Announcements | Information |
| SW Region ILDCEO | |
| Others | |
| VIII. Adjourn Meeting | Action |



Monroe County Economic Development Corporation

Minutes Quarterly Meeting October 21, 2020 10:30 A.M. GOTO Meeting

I. Roll Call

Ryan Osterhage, Chairman, called the meeting to order at 10:30 A.M. Roll Call was taken, and it was determined that a quorum was present. The following Directors were in attendance: Kevin Day, Bob Elmore, Joe Hardin, Rick Parks, Jim Hill, Joe Koppeis, Dan Koenigstein, Kevin Koenigstein, Ryan Osterhage, Mike Schneider, Tom Schrieber, Russ Thomas, Dennis Knobloch, David Wittenauer, Non-voting investors Jo Ann DiMaggio, Donna Richter, and Cheryl Welge were in attendance, along with in kind investor Gary Most.

II. Approval of Minutes of July 22, 2020 Quarterly Minutes

Minutes from this meeting was presented by Chairman Osterhage. Chairman Osterhage asked if there were any corrections. With none being offered, Bob Elmore made a motion that was seconded by Kevin Koenigstein to approve the July 22nd quarterly meeting minutes. A vote was taken, and the motion passed.

III. Standing Committee Reports

Executive

Chairman Osterhage stated that the Executive meeting met on October 7th, 2020, to focus on developing the agenda for the October 21, 2020 Quarterly meeting and to make recommendations to the Board for approval on action items to be discussed. Members Joe Hardin, Bob Elmore, Kevin Koenigstein, Terry Liefer, and Edie Koch were also in attendance. Osterhage reported that the following items were discussed to be brought to this quarterly meeting.

2021 Meeting Schedule: Chairman Osterhage referred members to the 2021 Meeting Schedule. He stated time and platform have yet to be determined pending the state's mitigation measures for the impact of COVID-19 at the time of each meeting.

Meeting with Congressman Bost: Ryan reported that the October 13th meeting with Congressman Bost was cancelled by the Congressman's office due to Representative Bost testing positive for COVID-19. A request was made to do something virtual with the MCEDC at a later date.

Finance

Treasurer Koenigstein reported on the following for the MCEDC:

MCEDC Bank Account Balance: As of September 30, 2020, the MCEDC's bank balance was \$122,143.66. Koenigstein indicated that recent investor renewals contributed to that balance. Additionally, the PPP forgivable loan came in totaling \$11,884 was deposited, along with reimbursements from SIUE under Fueling Growth. Koch added that to date, the MCEDC has been reimbursed for over \$13,000 of eligible expenditures. There will continue to be reimbursements related to our Express Employment contract for part time manpower and possibly a COVID 19 Relief Program until the USDA Grant has been depleted. Koenigstein also noted that the balance for the Monroe-Randolph Enterprise Zone account was \$9,200. **B.I.G. Round II Application.** Koch reported that she had worked with Kevin Koenigstein to prepare an application for funds from this second round of funding where not for profit area also

eligible. No news yet on any success on an award, but if successful, could receive the equivalent of two months of working capital. **Outstanding Investments:** Chairman Osterhage indicated that he and Edie are working on bringing these up to date. . Bob Elmore made a motion to accept the Finance report that was seconded by Joe Hardin. A vote was taken, and the motion passed.

Marketing and Public Relations:

Edie Koch, Chair of the Marketing and Public Relations Committee reported that the Corporation had been successful in garnering a positive article related to its success in connecting businesses to COVID Relief programs . The Monroe County Independent carried an article recently that credited the MCEDC with connecting businesses to COVID-Relief programs.

Planned Media: Koch went on to report that plans are in the works to look at doing some press releases related to the re-launch of the Business retention visits; the Digital Badging program and COVID-Relief Micro-Grant program.

Virtual Webinar: As Chairman of the SWIL Trade and Investment Council Inbound Trade and investment committee, Koch reported she is working with other committee members on a virtual webinar highlighting SWIL assets to Foreign Direct Investors in Latin America, Canada, East Asia, and Europe. Select USA will assist in the recruitment of attendees.

Business Attraction/Expansion:

Re-Build Illinois. Chairman Hardin reported that he had been working with Executive Director Koch to determine the viability of the Corporation applying for the Shovel Ready Sites Program and the Regional Economic Development Program. Unfortunately, program rating criteria put heavy weight on Opportunity Zones, Underserved areas, and unemployment rates, which served to make it an uphill battle for Monroe county to score high enough to be considered. Additionally, we have been discouraged from applying on another front as the Department already has ample applications in the pipeline to exceed program funding limits already.

Strategies Moving Forward. Hardin indicated that a Business Attraction Committee is being scheduled for the near future to ramp up efforts to find revenues and/or strategies to assist in the development of a business park(s). Hardin also indicated that the most likely source of promising development that would inevitably spread throughout the service area was that being catapulted by the Dupo Interchange. Hardin added that he would team up with Koch to make another visit to a Dupo city council meeting to convince the city to become active again with the MCEDC.

Business Retention:

Retention Visits Program: Chairman Osterhage reported that the Business Retention program has been active, and 9 area businesses received either a virtual or onsite visit. Much is being learned about plans, challenges, and issues, presenting opportunities for the Corporation to address and get involved. Here is list so far: Crown Linen Services, Budnick Converting, Schwarze Truck and Trailer Repair, Hoya Vision, Sunset Overlook, Branding Iron Holdings, Columbia Hampton Inn, Stumpy' s Spirits, and Stubborn German. Still have a long way to go and will continue to try to arrange visits with the over 100 businesses we reached out to with letters and/or phone calls.

COVID Relief Programs. Chairman Osterhage asked Koch to talk about the COVID-Relief Micro-grant program made possible under our Fueling Growth sub-grant. He stated that it was an important initiative for the Corporation to get involved in and recommended it be approved for implementation. He added that plans are to make \$25K available to small business suffering losses to COVID, in the form of \$1,000 to \$5,000 grants. A motion was made and seconded to approve going ahead with this program. A vote was taken, and the motion passed. Koch also added that some additional monies are becoming available to local governments through a Local C.U.R.E Economic Support Payments Grant Program for businesses. Koch plans to work with each of the municipalities and county in regard to interest in

applying for those funds that can be passed through to businesses for expenses connected to the COVID-19 emergency.

IV. Old Business

Southwest Illinois Connector: Bob Elmore provided Corporation Members with status on this initiative. In light of the recent state budget earmark of \$15M for planning, things are moving forward with the four-lane highway initiative for SWIL. The 4-lane Highway Coalition has scheduled a meeting for Thursday, October 22nd at 10 a.m. in the Council Chambers of the City of Sparta, located at 114 W. Jackson Street. IDOT Engineer Kirk Brown will be in attendance and the topic of the meeting will be the Phase I project that was funded in the latest Capitol Bill. Anyone interested in attending can learn more about the scope of the project, a timeline for its funding, and how consultants will be selected. Senator Paul Schimpf and Illinois Representatives Terri Bryant and Nathan Reitz have been invited to attend. If you have not read the Connector Task Force Report, it makes a compelling case for transforming Illinois Routes 3, 154, and 127 into a Rural 4-lane Expressway. You can view the report by visiting the connector website at <http://www.siconnector.com/> or on Facebook at <https://www.facebook.com/siconnector/> or on the IDOT Featured Projects Website: <http://www.idot.illinois.gov/projects/IL-13-IL-127>.

V. New Business

Food Science Technician Credential Developed. Koch reported that the Corporation was asked by SIUE to financially support the development of the Food Science Technician segment of a Digital Badging Pilot program focused on helping Monroe county workers, and ultimately SWIL workers, to gain the skills and credentials required to attain employment in three different occupational areas: Laboratory Technician, Food Science Technician, and Chemistry Technician. Since the digital badging for the Food Science Technician fell within the mission of Fueling Growth, it is a reimbursable expense under our USDA sub-grant as it furthers the growth of Agri/Food industry businesses and jobs. It is also an expense category fully planned for and approved in the Corporation's 2020 budget. Joey Birrittier, a Waterloo native and student at U. of I, was employed to design and develop online modules for agriculture-related education, specifically in the area of food science.

Executive Director Report: Ms. Koch went on to summarize some key projects worked on since the July quarterly meeting. She reported that work was in progress with SIUE on a regional workforce study; spent time on several FDI projects with the SWIL Trade and Investment Council; reiterated retention visits with Sunset Overlook, Schwarze Trailer, Columbia Hampton Inn, Stubborn German, Stumpy's Spirits; discussed some EZ projects: Crown Linen, Bank of Monroe County; continued work to connect businesses to COVID-Relief Programs

VI. Adjourn Meeting

With no other business, Chairman Osterhage asked for a motion to adjourn. Bob Elmore made that motion which was seconded by Joe Hardin. Motion passed and the meeting adjourned at 11:45 A.M.

**Monroe County EDC
Executive Committee Meeting
Minutes of January 7, 2021**

Chairman Osterhage opened this meeting at 2:00 P.M and was joined by Executive Committee Members: Vice Chairman Joe Hardin, Treasurer Kevin Koenigstein; and Executive Director Edie Koch. The following items were discussed.

Executive

Chairman Osterhage stated that the meeting would focus on developing the agenda for the January 2021 Quarterly Meeting and to make recommendations to the full Board on certain action items.

STL Regional Freightway Support: Osterhage asked Koch to help brief the Committee on this item. Executive Committee members held a meeting on Friday November 20th to discuss from the Monroe County Board of Commissioners to look at joining them in responding to a funding request for financial support of the St. Louis Regional Freightway. To secure operations for the next three years, the Freightway is applying for a federal grant that would require a match. The Freightway was requesting that all of the counties served by the Freight way participate in the match: \$15,625/yr. for three years. A decision was made for the Corporations to participate at the \$5,000 level for three years. The Kaskaskia Regional Port District will contribute \$2500/ yr. for three years, and Monroe County would contribute \$8,625 per year with the option to do two additional renewals based on the Freightways performance and benefits the county reaps. Edie added that the EDC's 2021 contribution of \$5,000 would be a reimbursable cost through the Fueling Growth sub-grant.

Board of Directors and Officers for 2021. It was noted that the annual election of officers was due to occur at the January 2020 quarterly meeting. To that end, Executive Director Koch was asked to reach out to all cash investor members in regard to holding an office and/or being on the Board of Directors. Based on this outreach, a slate of officer nominations and list of Board members will be brought to the January meeting for a vote. All will be done in accordance with requirements established in Article V and Article X of the Bylaws.

Mid America Airport Letter of Support. Bryan Johnson, Airport Director, has solicited a letter of support from the Corporation for an initiative to secure funds from the FAA-Small Community Air Service Development Program. The purpose of the grant would be to help fund the establishment of a new destination from the Metro St. Louis area with Allegiant Airlines or possibly establish a new base of operations, which could include 75-100 new jobs. Executive Committee came to a consensus to support this effort to secure \$500K-\$1M for the airport. Chairman Osterhage will sign a letter to go out on or before January 15th.

Finance.

2021 Budget. Treasurer Koenigstein reported that the Finance Committee met on January 6th. Members that joined were Dave Wittenauer, Russ Thomas, Edie Koch, and Cole Stenzel. Koenigstein presented for questions a budget for 2021 that was accepted by the Executive Committee for recommendation to the full Board. A copy of the budget will be provided in the meeting packet to all members before the next meeting. Koenigstein also reported that as of 12/31/202, there was a balance of \$108,311.38 in MCEDC's account.

MCEDC COVID-Relief Micro Grant. A review of a COVID-19-Relief Micro-Grant RFA package resulted in a consensus by the Executive Committee to release to businesses in the Monroe county area. \$30K will be made available from our Fueling Growth subgrant to help small businesses struggling from the impact of COVID. Grants are to be \$1,000 to \$5,000 dependent on employment level. This program was approved for issuance at the last meeting and the Executive Committee gave final input for its release by late January.

PPP and future applications. Progress on the forgiveness of the \$11,884.60 PPP loan received was offered along with a stated intention of applying again when the next round of PPP is released if the EDC is eligible. Koch added that the Corporation's B.I.G. round 2 application was unsuccessful.

Marketing/Public Relations

Executive Director Koch reported that she is working with STL Regional Freightway on the completion of a **Monroe County Manufacturing & Logistics Profile**. This profile is the first to be compiled and released by the Freightway. The purpose is to provide additional information about each county and why it should be on the radar screen for those in the manufacturing, logistics, and distribution sectors who may be looking for a business site location and/or a community where their employees may want to live. . It is also a great opportunity for those counties that are interested to spotlight one or more in-interstate truck corridor projects in addition to a couple of the projects on the Freightway's Priority Projects list. Lastly it's a vehicle to highlight some of the county's sites on the Freightway's Featured Real Estate Sites page at www.thefreightway.com, and potentially a couple of other sites that didn't make it onto the website that the county may also want to promote Next, a **press release** is being prepared for **COVID-19-Relief Microgrant** program. Lastly, Koch reported successful participation in the **Site Selectors Guild Virtual Table Talks**. Along with St. Charles County, Madison County, Alliance STL, and America's Central Port, the EDC had the opportunity to speak with 6 different Site Selection consultants, 15 minutes each, about their views on site selection/potential projects for 2021 and to offer them quick briefings of our respective areas. Lastly, working with Intersect Illinois to increase the visibility of available real estate properties throughout the state by competing for inclusion in the **"Featured Properties" in the Intersect Illinois quarterly newsletter**. The next issue will target agribusinesses & food processing facilities such as those for food processing, cannabis food processing, indoor farming, agtech, cold storage sites and related sectors. Rock City surfaces as the property in our area that meets the most focal points, and it is currently being reviewed along with others throughout the state to be featured. Koch will keep the EDC posted if Rock City gets selected.

Business Attraction

In light of the EDC's inability to make eligibility for Re-Build Illinois Shovel Ready Sites and Regional Economic Development, we discussed the need to re-set and look at new strategies for the development of the much-needed Business Park(s) for the region. Hardin discussed plans to join with Koch to reach out to Dupu again in hopes of opening up working relationships for the impending interchange completion and subsequent development opportunities for both Dupu and Monroe county.

Koch added that she reached out to IDOT District 8 in early December to get an update on the timeline for the Dupu Interchange. According to Jon Schaller, Local Roads Engineer at IDOT District #8, the timeline for the interchange has been skewed but was willing to make an educated guess. Jon said that at this time, there is no design work happening, but right-of-way

acquisition is on-going. His went on to project, that if design work picks up soon, the project can make a letting around March 2022. Since the consultant's construction schedule is estimated to be a little over 1 ½ years to complete, he puts the completion around October 2023. He cautioned that this is his speculation at this time and remains open to assisting with further updates as needed.

Enterprise Zone Potential Projects. As this initiative falls within the Business Attraction committee, Joe asked Koch to update on any ongoing progress. Koch reported that there were several inquiries into the use of the Building Sales Tax Exemption for a future rehab or new construction. The following have made inquiries and requested applications: Crown Linen; Bank of Monroe, Perfectly Pastry, Vintage Wine Bar, and Infinity Tan and Spa.

Project Leads/RFPs. In spite of the pandemic, companies have been soliciting the help of site consultants to find locations that could meet specs for a planned expansion in 2021. In that vein, Koch reported working on 2 leads with Intersect Illinois, 1 lead with Alliance STL, and 1 lead that came in directly to the Corporation. Projects entailed a PPE manufacturer, frozen foods processing facility, bio-material manufacturer, and an autism therapy and treatment business. Any updates that occur will be made available by the Executive Director at the quarterly meeting.

Business Retention.

Ryan Osterhage, Chairman for this committee, reports that since the launch of the Business visitation program in the summer (business have been visited with solutions being worked on as needed to address challenges, needs or potential expansions. The focuses thus far were to reach out to light industrial, warehousing, manufacturing and also businesses targeted by the Fueling Growth program. The businesses visited thus far are Hoya Vision, Budnick Converting, Branding Iron, Schwarze Tractor Trailer Repair, Sunset Overlook, Columbia Hampton Inn, Stubborn German, Stumpys Spirits. Many more received letters and calls to set up COVID-safe meetings. In 2021, plans are to re-connect and start up visits again.

With no other business, Chairman Osterhage adjourned the meeting at 3:15 P.M.

Statement of Revenues and Expenditures -Budget Summary		
Monroe County IL Economic Development Corporation		
	Jan-Dec	Jan-Dec
	2020	2021
	Actual	Proposed
Revenues:		
Investments - Cash	\$93,200	\$98,200
Investments - Inkind	\$7,300	\$7,300
Other Income	\$26,977	\$60,831
Total Revenues	\$127,477	\$166,331
Expenditures:		
Staffing costs	\$80,535	\$86,795
Corporation Costs	\$6,757	\$8,763
Board Communications	\$1,976	\$2,487
Business Development services	\$8,204	\$31,080
Business Growth/Retention Initiatives	\$1,086	\$36,500
Total Expenditures	\$98,558	\$165,625
Revenue Over Expenses	\$28,919	\$705

Monroe County IL Economic Development Corporation

2021 Board of Directors

Presented for Approval.

January 20, 2021

Board of Directors/Investors	Investor Organization	Title
Day, Kevin	State Bank of Waterloo	President
Hardin, Joe	Barber-Murphy Group	Broker Associate
Knobloch, Dennis	Valmeyer, village of	Village Administrator
Green, George	Monroe County	Board Commissioner
Hill, Jim	Admiral Parkway Development	Consultant
Koch, Edie (non-voting)	Monroe County EDC	Executive Director
Koppeis, Joe	Columbia Centre	President
Koenigstein, Dan	Dieterich Bank	Senior Vice President
Koenigstein, Kevin	Monroe County	Treasurer
Liefer, Terry	Marigold Farms Inc.	Owner
Malone, Greg	Midland States Bank	Commercial Relationship Manager
Martens, Kevin	Columbia, city of	Alderman
Obernagel, George	Monroe County Farm Bureau	Legislative/Local Affairs Chairman
Osterhage, Ryan	Bank of Belleville	Vice President
Roever, Rick	MAR Graphics	President
Parks, Rick	First National Bank of Waterloo	President and CEO
Schmale, Allen	United Community Bank/Liberty Bank	Executive VP/Chief Credit Officer
Schneider, Mike	Quadrant Design Inc.	Principal Architect
Schrieber, Tom	Harrisonville Telephone Co.	Chief Engineer
Stenzel, Cole	Buena Vista National Bank	VP/Business Development Officer
Thomas, Russ	Waterloo, city of	Alderman
Welge, Cheryl	Ameren Illinois	Economic Development Manager
Wittenauer, David	Wittenauer Properties	President
Wittenauer, Gary	Hecker, village of	Trustee
Other Investors	Investor Organization	Title
DiMaggio May, JoAnn	Southern Illinois University Edwardsville	Director IL SBDC Metro East at SIUE
Pittman, Chuck	Chuck Pittman State Farm Insurance	Insurance Agent
Richter, Donna	Southern IL Builder Assn/SICAP	CEO
Schanuel, Scott	Holland Construction	Senior Director-Business Development
Wattles, Alan	Monroe County Electric Cooperative	Executive Director
In-kind services Investors	Organization	Title
Buettner, Mary	Mary Buettner Attorney At Law	Attorney
Most, Gary	Marketicity	President
Williamson, Shawn	Fick, Eggemeyer, & Williamson, CPAs	Managing Partner
Ex-Officio	Organization	Title
Davis, Dan	Monroe County Planning Commission	Commission Member
Glenn, Tracey	ILDCEO Office Regional Economic Development	Southwest Region Manager
Schweigert, Susy	Columbia Chamber of Commerce	President

NOTE: The following slate of officers is being submitted for a vote at the meeting on Jan 20, 2021. Before a vote is taken, the floor will be open to any additional nominations to be included for consideration and vote before finalizing the Officers for 2021.

2021 Officers Nominations	Name	Title	Organization
Chairman	Ryan Osterhage	Vice President	Bank of Monroe County
Vice Chairman	Joe Hardin	Broker Associate	Barber Murphy
Treasurer	Kevin Koenigstein	Treasurer	Monroe County
Secretary	Edie Koch	Executive Director	Monroe County EDC